

Comparisons of Job Characteristics

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Cashiers (41-2011)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 88

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Cashiers (41-2011)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	13.8	16.6	> Current knowledge level is likely sufficient
Mathematics	9.2	11.4	8.7	<< Extensive education and/or training may be required
Sales and Marketing	5.2	7.2	13.4	>> Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 87

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Cashiers (41-2011)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Service Orientation	7.9	8.6	11.8	>> Skill level is likely more than sufficient
Mathematics	6.2	7.6	5.3	<< Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 90

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Cashiers (41-2011)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Comprehension	12.5	11.2	13.7	>	Current ability level is likely sufficient
Oral Expression	12.4	11.1	13.4	>	Current ability level is likely sufficient
Near Vision	11.1	10.0	9.5	0	Current ability level may be sufficient
Speech Recognition	9.9	9.7	11.5	>	Current ability level is likely sufficient
Number Facility	6.3	7.6	6.6	<	Some improvement in abilities may be required
Wrist-Finger Speed	3.2	5.2	1.0	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 87

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Cashiers (41-2011)

Work Activities	Exclusivity of Activity
Answer customer or public inquiries	41
Authorize credit charges	89
Greet customers, guests, visitors, or passengers	63
Maintain records, reports, or files	5
Measure, weigh, or count products or materials	17
Prepare bank deposits	87
Price merchandise	85
Provide customer service	14
Stock or organize goods	70
Use cash registers	70
Use computers to enter, access or retrieve data	3
Wrap products	74

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 93

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Cashiers (41-2011)

Tools and Technologies	Exclusivity
Calculating machines and accessories	3
Computer data input devices	2

Computers	1
Currency vending machines	31
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Fluid and gas regulators	70
Industry specific software	1
Service and ticket vending machines	80

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.